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Permit No. 2811  
Sacramento, CA

California Partnership for Long-Term Care  
MS 4100, PO Box 997413  
Sacramento, CA 95899-7413



## agent seminar 2005

concord • may 11  
garden grove/anaheim • may 19

# California Partnership for Long-Term Care



## dates & locations

Wednesday, May 11, 2005

### *Holiday Inn - Concord*

1050 Burnett Avenue  
Concord, CA 94520  
(925) 687-5500

Thursday, May 19, 2005

### *Embassy Suites - Anaheim*

11767 S. Harbor Boulevard  
Garden Grove, CA 92840  
(714) 539-3300

## registration

Registration fee: \$65  
*(Covers educational materials  
and served lunch)*

Each registrant must submit  
a completed registration form.

Late Registration Dates:  
April 27, 2005 Northern CA  
May 5, 2005 Southern CA

Late Registration Fee is \$80  
per person.

## background

The California Partnership for Long-Term Care is a special program of the California Department of Health Services (DHS), in partnership with a select group of private insurance companies. The Partnership's mission is to make high quality, affordable long-term care insurance policies available to moderate- and middle-income Californians to protect them from financial impoverishment and delay or prevent their reliance on Medi-Cal if they become faced with the high costs of long-term care. The Partnership insurers offer high-quality long-term care insurance policies that meet stringent standards set by DHS. In addition to containing high quality provisions, only Partnership long-term care insurance policies provide asset protection for those policyholders who end up utilizing Medi-Cal services.

## focus

To better help insurance agents service their clients, this **advanced training seminar** is designed to help them more fully understand the nuances and aspects of the Partnership long-term care insurance product.

## who should attend

Agents who have completed the necessary training to sell Partnership policies and who are actively marketing this product. ***THERE ARE ONLY 200 SEATS AVAILABLE FOR THESE SEMINARS. REGISTRATION IS ON A FIRST-COME, FIRST-SERVE BASIS.***

## continuing education

This is not an introductory course and does not take the place of the eight-hour classroom training initially required to sell Partnership policies. You are required to have completed the eight-hour Partnership course. Credit will not be issued if this requirement is not met. Agents can earn four hours of Partnership CE Credit by attending this seminar. An extra hour of Partnership CE Credit can also be earned by attending the one-hour Basic Medi-Cal course offered before the seminar. These CE credits can count towards meeting your eight-hour Partnership CE requirement.

## cancellation policy

No-shows will be charged the full registration fee. Cancellations received in writing one week prior to each seminar will be subject to a \$25 processing fee. After that date, substitutions are allowed but no refunds will be provided.

# agenda

## Medi-Cal Course (*Earns One Hour Credit*)

8:30 - 9:30\* a.m. Basic Medi-Cal Course

### Topics include:

- Income & Asset Qualifications
- SOC Calculations
- Name on the Check Rule
- Single Person Qualification Amounts
- Couple Qualification Amounts

\* *For those attending this class, please arrive by 8:15 a.m. to allow time for sign in.*

## Seminar (*Earns Four Hours Credit*)

9.30 a.m Registration

10:00 a.m. Seminar Begins

12.00 p.m. LUNCH

1:30 p.m. Seminar

3:30 p.m. Closing

### Topics include:

- **Penetrating the Target Population**
- **Consumer Education and Outreach Programs**
- **Financial Planners CD**
- **The Partnership Continuum: A Case Study**
- **Breaking the Myth: 100 Days of Medicare Coverage**

# medi-cal

*one-hour course*

Based on interest from previous agent seminars, the Partnership is offering a free Medi-Cal course the morning of the seminars. Agents attending this course will earn one hour of Partnership CE Credit. Topics cover the relationship between Medi-Cal and Partnership policies. Since this course is essentially the same (same course number) as prior years, with some enhancements, please note that an agent can only receive CE credit for this course once in a two-year license-approval period.

Please register at least three weeks prior to the seminar to ensure that sufficient training materials and seating are available. *Seating is limited to 200.*

To register, mail this form with your payment (check or money order - sorry, no credit cards) to:

**Brown•Miller Communications, Inc.**  
1114 Jones Street  
Martinez, CA 94553-1814  
Tel: (866) 869-8999  
Fax: (925) 370-9811

Please enclose a check or money order in the amount of \$65 payable to: **Brown•Miller Communications, Inc.**

Brochures and videos will be available for purchase at the seminar by check only. (No cash or credit cards.)

*Late Registration Dates:*  
Apr. 27, 2005 Northern CA  
May 5, 2005 Southern CA

***Late Registration Fee is \$80.***

# registration form

**Please complete a separate form for each registrant.**

### ***PLEASE CHECK WHICH SEMINAR YOU PLAN TO ATTEND:***

☐ Concord (Wednesday, May 11) ☐ Anaheim (Thursday, May 19)

Name

Title

Organization/Agency

Address

City

State

Zip

E-mail:

DOI License#

Telephone #

Fax#

☐ ***I have completed the eight-hour classroom Partnership course.***

Signature

Special Dietary Needs: (e.g. Vegetarian)

Special Physical Needs: (e.g. Wheelchair)

Both hotels are offering special room rates for attendees staying the night before the seminars. In Concord, ask for the Brown•Miller block. In Anaheim, ask for the Social Rate.

*For questions about Registration, call Brown•Miller at (866) 869-8999. For questions about CE credit, call the Partnership at (916) 552-8990.*